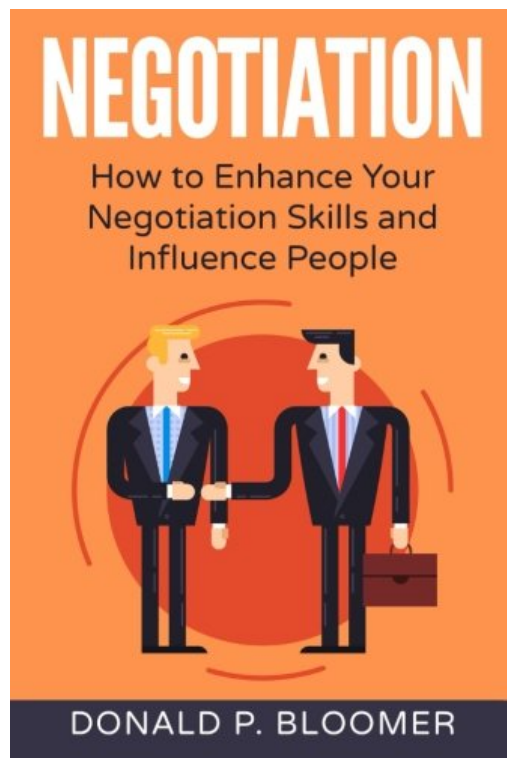


Ebook Download Negotiation: How to Enhance your Negotiation Skills and Influence People Full Book



Book details

- Author : Donald P. Bloomer
- Pages : 60 pages
- Publisher : CreateSpace Independent Publishing Platform 2016-11-14
- Language : English
- ISBN-10 : 1540399907
- ISBN-13 : 9781540399908



Book Synopsis

Negotiation How to Enhance your Negotiation Skills and Influence People The end goal of negotiation is to reach an agreement or compromise without the need for an argument or confrontation - it is a method for coming up with solutions and settling differences. What if you could use negotiation to your advantage? People often come up with solutions to problems, during disagreements, with the aim to benefit themselves in their current position. The real challenge is finding a solution that is mutually beneficial for all parties involved. This book will teach you the following: Stages of negotiation The art of listening in negotiation Building rapport Efficient problem solving Decision making in negotiation Being assertive There is much to learn about negotiation. This book will teach you the basics and give you skills which will give you immense value and that you can apply to any real life situation that requires any level of negotiation. Buy this book and take the steps you need to improve your negotiation skills and influence.